Fraternal Order of Eagles

FALL REPORT 2012

WE ARE PEOPLE HELPING PEOPLE

SOAR

The Official Bulletin of The Fraternal Order of Eagles Grand Aerie

Brothers and Sisters,

Thank you for your support thus far as we travel across the United States and Canada to meet so many of our wonderful Brothers and Sisters.

This summer's International Convention was a life-changing moment for both of us as we had the opportunity to stand on stage in Grand Rapids and be installed as your leaders for the fraternal year.

We made a promise to help The Fraternal Order of Eagles grow and prosper. From increasing membership and promoting teamwork, to honoring our history and raising money for The Fraternal Order of Eagles Diabetes Research Center, we dedicated our year to making this wonderful organization the best it can be.

You have stepped up to the challenge. We appreciate the work you've done so far to make our year so special and we look forward to meeting so many more of you as we continue our travels.

Our dreams and wishes are only possible with the fantastic work of members like you. Thank you and we hope to see you soon!

Fraternally,
Grand Worthy President Ron Stine &
Grand Madam President Sally Villalva

SOAR
The Official Bulletin of The Fraternal Order of Eagles Grand Aerie

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Memorial Foundation Changes Lives

On March 18, 2011, the lives of Melissa Knobbe and her three daughters, Kate, Allie and Hanna, were forever changed. Chris Knobbe, a devoted 43-year-old husband and father, passed away from an acute pulmonary embolism suffered while working.

"We never know what life changes we may have to endure," Melissa said. "For myself and my daughters, we have to go on without a husband and a father. The one thing that has helped us through such a huge life change is great people."

As a member of West Point, Neb., #3623, Knobbe's family was entitled to benefits through the Memorial Foundation, a program the F.O.E. has maintained for decades to provide health and educational benefits for the children of Eagles who pass away while at work or serving their country.

Thanks to the Eagles, Kate (age 15), Allie (13) and Hanna (10), have received assistance for medical, dental and optical care and will be eligible for educational assistance.

"When I got the news that we were approved for financial help from the Memorial Foundation, I was left without words," Melissa said. "I promise to make sure the girls use the educational help in the future. I want them to work hard and I hope that in the future they will be able to give back to others the way the Memorial

Foundation has given to them."

Hundreds of families just like the Knobbes have been helped by the Memorial Foundation since its' inception during World War II. Through the selfless efforts of our members and an organizational dedication to upholding our motto of "People Helping People," the Eagles will continue to make a positive impact on the families of our Brothers and Sisters.

"I would like to extend my thanks to the Memorial Foundation and the Eagles for their generosity and kind spirit in providing financial help for my daughters," Melissa said. "Since their father passed away, they have overcome many struggles and because of the Memorial Foundation, they have a bright future."

To find out more about the Memorial Foundation, visit www.foe.com.

Charity reports are presented through 5/31/12. Grants are paid from prior years' contribution balances. Balances are accumulated per state/province.

Fundraising Expense

Resources used to help raise funds, including the F.O.E.'s contract with DNT Enterprises.

Fundraising Expense	$1,079,414

Charity Contributions

Charity Foundation	$190,226
Diabetes Research Center	$1,683,001
Max Baer Heart	$413,849
Hansen Diabetes	$273,018
Art Ehrmann Cancer	$528,718
DD Dunlap Kidney/MD	$216,952
Durante Children's	$518,255
Lew Reed Spinal Cord Inj.	$186,474
Blackie Floyd Alzheimer's	$212,489
Golden Age/Parkinson's	$135,285
Memorial Foundation	$108,412
Home Fund	$154,869
Eagle Village	$182,750
Total Contributions	$4,804,298

Charity Grants

Charity Foundation	$196,298
Diabetes Research Center	$5,000,000
Max Baer Heart	$453,702
Hansen Diabetes	$326,284
Art Ehrmann Cancer	$613,523
DD Dunlap Kidney/MD	$118,215
Durante Children's	$563,992
Lew Reed Spinal Cord Inj.	$228,774
Blackie Floyd Alzheimer's	$162,880
Golden Age/Parkinson's	$128,763
Memorial Foundation	$140,000
M.F. Benefits (63 children)	$98,454
Home Fund	$152,552
Total Grants	$8,183,437

Financial Notes

The overall financial position of the Grand Aerie has been relatively stable over the past few years. The year ended May 31 and showed signs of member-driven income continuing to weaken, which is being offset by diligent efforts to keep operating expense under budget whereever possible. The uncertainty of the economy and historically low interest rates are negatively affecting the shortfall of funding for the Pension Fund.

Along with Pension funding, the major challenge facing leadership from a financial perspective is how to fund necessary investment in programs and training to rejuvenate membership in the midst of a declining income. Actual PCT and membership fee incomes are trending downward. The delegation approval of a PCT increase beginning May 2013 should ensure the Grand Aerie can meet its financial obligations in the future.

O-H

THE FRATERNAL ORDER OF EAGLES
DIABETES RESEARCH CENTER
AT THE UNIVERSITY OF IOWA

OHIO F.O.E. CHALLENGE!

Ohio Eagles are throwing out the challenge. Can you meet it? In September, Ohio F.O.E. leadership voted to put up $100,000 in matching funds for The Fraternal Order of Eagles Diabetes Research Center. Motivated by GWP Ron Stine, these Ohio Eagles are serious! We have the promise of up to $100,000 in matching funds for the DRC if we can raise that from Nov. 1 through Dec. 31. Get your plans in place today!

Beginning Nov. 1, mail your donations to:
F.O.E. Diabetes Research Center
1623 Gateway Circle South
Grove City, OH 43123

Please write "Ohio Challenge" in the memo.

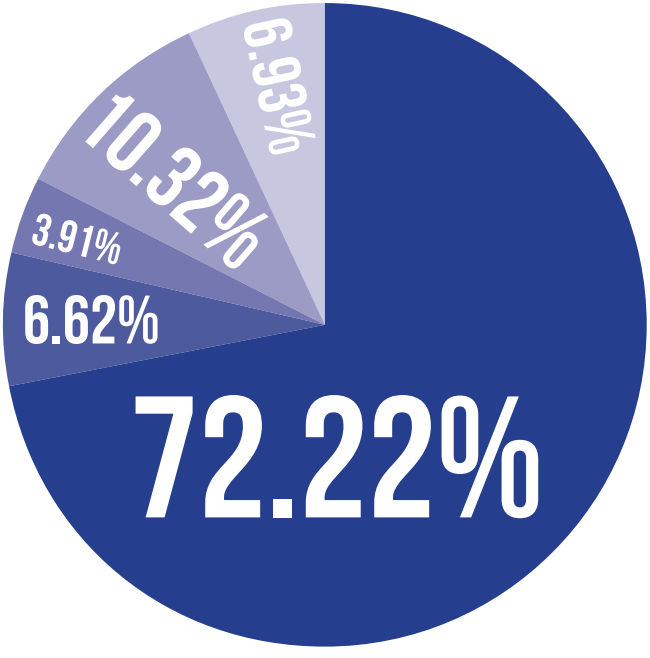
COME ON EAGLES...
BEAT THE BUCKEYES!

I-O

F.O.E. Diabetes Research Center Financial Summary

DRC funding through May 31 was $15 million, of which $6,750,000 was provided from internal investment resources and the Ladies Auxiliary. There remains a total commitment of $12 million - $10 million to the University of Iowa, and $2 million to pay back a loan for the last payment made to the University. Please note that this does not include the $1 million Grand Aerie investment in a fundraising event which realized little return and may have slowed fundraising efforts in the field. Based on figures as of Sept. 12, there will be $4 million available to fund the November 2012 payment, leaving us $8 million to raise in the final year. We have turned the corner and entered the home stretch, needing every member's support to complete our commitment.

WHERE THE MONEY COMES FROM

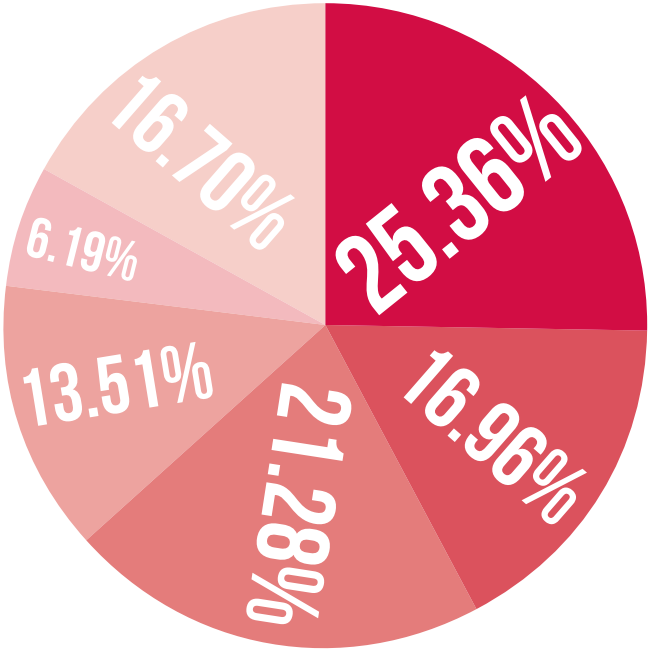


PER CAPITA TAX	$6,754,708
MEMBERSHIP FEES	$ 619,054
CONVENTION PROCEEDS	$ 365,297
INTEREST	$ 965,017
ALL OTHER SOURCES	$ 648,303
	$9,352,379

How does the Grand Aerie operate? The graph above shows a breakdown of where our resources come from. We strive to make sure our expenses stay as close to our resources as possible.

Per-Capita Tax: Twice each year, Aeries & Auxiliaries pay a per-member tax which serves as the primary generator of funds for Grand Aerie operations. For 2011-2012, the PCT was $4 per six-month period.
Net Membership Fees: The portion of Membership Fees available to the Grand Aerie after the percentage refunded to the State/Provincial Aerie.
Convention Proceeds: Funds generated by Convention Registration, banquet ticket sales and the Convention program book.
Interest: Interest accumulated by Grand Aerie investments and accounts.
Other: Supply sales, affinity program income, dissolved Aerie returned income, etc.

WHERE THE MONEY GOES



MEMBERSHIP & MARKETING	$2,461,675	$2.02 PCT
GRAND AERIE STAFFING WAGES	$1,646,643	$1.36 PCT
ADMINISTRATIVE EXPENSES	$2,065,899	$1.70 PCT
TRAVEL & MEETING EXPENSES	$1,311,129	$1.08 PCT
OPERATING EXPENSES	$ 600,880	$0.50 PCT
OTHER	$1,620,736	$1.34 PCT
	$9,706,962	$8.00 PCT

How is your $8 per capita tax utilized? The graph above breaks it down based on the 2011-2012 year, with explanations below. We work daily to serve you in the most efficient ways possible.

Membership and Marketing: Publications, GA Convention Expenses, Membership Awards, Brochures, Contests & Awards, Membership/Marketing Programs, Legislative
Administrative: Audit Fees, Legal Expenses, Licensing & Regulations, Network & IT, Insurance, Officer Salaries, Benefits, Payroll Taxes, Retiree Benefits
Grand Aerie Staffing: Total Payroll for Staff, Including Department Heads
Meetings: Conventions & Regional Conferences GWP and GMP Travel, BOGT Meeting, Rep Travel (assignments), Deputy & Agent Travel, Incoming Presidents Meetings
Operations: Utilities, Building Maintenance, Capital improvements, Real Estate Taxes, Internet & Phone, Office Supplies, Copier Leases, Postage
Other: Interest Expense (Loans), Pension Funding Shortfall per ERISA

F•O•E The following statistics reflect Aerie membership for the 2011-2012 fraternal year.

Aerie Membership

Total Members	556,033
New/Re-Enrolled Members	76,806
Members Lost	89,420
Net Total	-12,614

States/Provinces Surpassing 2010-2011 Totals

Alaska	+98
Alberta/Saskatchewan	+82
Arizona	+217
Connecticut	+3
Hawaii	+3
Idaho	+15
Kentucky	+28
Maine	+286
Massachusetts	+80
Nebraska	+26
Utah	+131

Quotas

Met Single Yearly Quota	637
Doubled Quota	222
Tripled Quota	90
Quadrupled Quota or higher	52
Failed to Meet Quota	588

States/Provinces Meeting 2011-2012 Quota

Alabama, Alaska, Alberta/Saskatchewan, Arizona, Arkansas, British Columbia, California, Colorado, Connecticut, Delaware, Florida, Georgia, Hawaii, Idaho, Indiana, Iowa, Kansas, Kentucky, Maine, Maryland, Massachusetts, Michigan, Minnesota, Missouri, Montana, Nevada, New Hampshire, New Jersey, New Mexico, New York, Ohio, Oklahoma, Ontario, Oregon, Pennsylvania, Quebec, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia and Wyoming.

New Aeries

1. Wildwood, N.J. #4536
   Oct. 22, 2011 (102 members)
2. Coal City, WV #4537
   Nov. 13, 2011 (70 members)
3. Yuma, AZ #4538
   Dec. 4, 2011 (117 members)
4. Grand Island, NE #4539
   Dec. 11, 2011 (111 members)
5. Weidman, MI #4540
   Feb. 11, 2012 (106 members)
6. Leicester/Spencer, MA #4541
   Feb. 26, 2012 (76 members)

Membership Leaders

Top 10 Aerie

1. North Canton, OH #2223	407
2. Lake Havasu City, AZ #4299	370
3. Port Orange, FL #4089	329
4. Coeur D'Alene, ID #486	328
5. Coshocton, OH #761	318
6. Hanover, PA #1406	288
7. Norwalk, OH #711	282
7. New Port Richey, FL #3153	282
9. New Market, VA #4264	277
10. Canton, OH #2370	255

Top 10 Individuals

1. Tom P. Lindsey New Boston, OH #2271	211
2. Cherilyn Rhoads Coeur D'Alene, ID #486	132
3. Alan H. Failor Medina, OH #2224	114
3. Larry Silverthorn Bemidji, MN #351	114
5. Roger Bisson Fostoria, OH #430	112
6. J.D. Dawson North Canton, OH #2223	110
7. Michael Duehr Dubuque, IA #568	103
8. Debbie Retterath Austin, MN #703	82
9. Walter J. Winter Hazel Park, MI #2449	81
10. Ronald J. Samick St. Marys, WV #536	79

The following statistics reflect Auxiliary membership for the 2011-2012 fraternal year.

States/Provinces Surpassing 2010-2011 Totals

Alabama	+54
Alaska	+29
Alberta/Saskatchewan	+3
Arizona	+40
Dakota	+23
Hawaii	+1
Idaho	+14
Kentucky	+36
Maine	+51
Manitoba	+1
Maryland	+43
Massachusetts	+74
Michigan	+35
Missouri	+32
Montana	+21
Nevada	+11
New Jersey	+95
West Virginia	+31
Wyoming	+48

Quotas

Met Single Yearly Quota	513
Doubled Quota	119
Tripled Quota	32
Quadrupled Quota	10
5x Quota	3
6x Quota	2
Failed to Meet Quota	724

States/Provinces Meeting 2011-2012 Quota

Alabama, Alaska, Alberta/Saskatchewan, Arizona, Delaware, Florida, Idaho, Indiana, Kentucky, Maine, Maryland, Massachusetts, Michigan, Missouri, New Hampshire, New Jersey, New Mexico, Ohio, Oklahoma, Pennsylvania, Tennessee, Texas, Virginia, Washington, West Virginia and Wyoming.

Have membership questions? Contact the Grand Aerie Membership Department at membership@foe.com or by phone at 614-883-2177.

New Auxiliaries

1. Wildwood, N.J. #4536
   Oct. 22, 2011
2. Coal City, WV #4537
   Nov. 13, 2011
3. D'Iberville, MS #4535
   Dec. 3, 2011
4. Yuma, AZ #4538
   Dec. 4, 2011
5. Weidman, MI #4540
   Feb. 11, 2012
6. Grand Island, NE #4539
   Feb. 26, 2012
7. Leicester/Spencer, MA #4541
   Feb. 26, 2012

Membership Leaders

Top 10 Auxiliary

1. McKinley, OH #2370	199
2. Puyallup, WA #2308	194
3. Hanover, PA #1406	183
4. Auburn, WA #2298	172
5. Port Orange, FL #4089	170
6. Lake Havasu City, AZ #4299	169
7. Chagrin Falls, OH #2436	151
8. Grand Haven, MI #925	136
9. Penobscot, ME #3177	135
10. Coeur D'Alene, ID #486	134

Top 10 Individuals

1. Mary M. Hornsby Maple City, OH #711	57
2. Jean M. Hefflin Fredericksburg, VA #4123	52
3. Connie J. Brown Auburn, WA #2298	49
4. Jennifer L. Kless Chagrin Falls, OH #2436	47
5. Faye Barnett Seattle, WA #1	42
6. Charlie E. Cederquist Coeur D'Alene, ID #486	37
6. Margaret Juanita Peter Blue Water, MI #3702	37
8. Carol J. Duple Fort Kearney, NE #2722	35
8. Regina A. Stevic Medina, OH #2224	35
10. Norma Bisson Fostoria, OH #430	34

IMPORTANT DATES & INFO

The Fraternal Order of Eagles offers several fun and interactive programs for all ages that uphold the beliefs of the organization and stay true to our motto of "People Helping People." Below is a sample of what the F.O.E. has to offer.

Bulletin Contest

Winter 2012-2013

Communication is the key to every great organization. Show us how you communicate with your members by entering your bulletin in our annual Bulletin Contest. Paper and electronic entries are accepted.

13636 Telegraph Road
Flat Rock, MI 48134
HIVE Direct Connect
August 2011
Happy Birthday
AERIE OFFICERS
JULY
AUGUST
BIRTHDAY TRIVIA
HIVE Joins
ourfoe.com

Bulletin Contest

Children's Art Contest

Winter 2012-2013

Get the next generation of Eagles' involved through our annual Children's Art Contest. Youngsters in Grades 3-6 are eligible to show off their talent by submitting original art for a chance to win a cash prize!

Founders' Day

February 6, 2013

Mark your calendars in 2013 for a celebration of 115 years of People Helping People.

Children's Day

Events must be held by May 31; Submissions deadline June 14

Raise community awareness for the Eagles and promote health and safety in area youth by organizing and holding a Fraternal Order of Eagles Children's Day event. The most creative Aerie/Auxiliary will receive a $3,000 grant from the Jimmy Durante Children's Fund.

International Convention Program Book

Early Bird Period March 1-31; Regular Period April 1-30

The annual International Convention Program Book allows Aeries/Auxiliaries to show their individual pride to their peers by creating a unique and informative ad. Don't miss out on your chance to show your stuff!

Operation Eagle

Nominations Accepted July 1-31; Donations Accepted Sept. 1-30

Operation Eagle

Each year, the F.O.E. honors Eagles or the children of Eagles serving their country overseas through the Operation Eagle program. Members donate food, toiletries, books, games and more to be sent to each recipient in time for the holiday season.

God, Flag & Country Oratory Competition

International Participant Info due July 12

The God, Flag & Country Oratory Competition allows children ages 10-15 to create and deliver a 3-minute speech about how God, flag & country affect our lives. Local competitions begin in early spring with winners advancing to the finals at International Convention.

2013 International Convention

July 29- Aug. 1

The F.O.E.'s biggest event of the year will head back to the Grand Sierra Resort in Reno, Nev., in 2013. Plan your trip now and enjoy fun, friends and entertainment!

Eagle Riders, Junior Order of Eagles & REAC

All year

Our diverse slate of Internal Units allows members to organize with those sharing similar interests. Eagle Riders unites members with a love of motorcycles in the name of charity. The Retired Eagles Activities Club gives our senior members an opportunity to join together for the events and activities they love most. Our Junior Order of Eagles groups teach the ideals of the F.O.E. and the value of giving back to the community to those not of age to join. The F.O.E. truly has something for everyone!

International Sporting Events

Throughout the year

Participate in one of our many Eagles' sporting events. Including pool, softball, darts, horseshoes, bowling, golf and more, we offer friendly competition for all members. Visit the Sports page of our Members-Only site for an up-to-date listing of upcoming events.

Grand Aerie Headquarters Holiday Notice

Office closed Dec. 24-28 & Jan. 1

Please note that the Grand Aerie Headquarters will be closed from Monday, Dec. 24, through Friday, Dec. 28, as well as on Tuesday, Jan. 1. The building will be open during normal hours on Monday, Dec. 31.

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